

EXHIBIT 2

EXAMINATION OF METER MANUFACTURERS (MARKETING)

We examined the primary customers of meter manufacturers as revealed by their marketing materials.

For this research, we relied on documents such as company annual reports and websites and conducted an online search for additional evidence. Our findings are below.

There are four main meter manufacturers: Data Pac Mailing Systems, FP Mailing Solutions, Neopost, and Pitney Bowes. The table below organizes excerpts and observations from company websites that offer proof that the primary customers of meter manufactures are businesses. It is clear that these manufacturers market to and create products for businesses. (Table 1)

Table 1. Meter Manufacturers, Their Clients and Products.

Company	Description	Clients	Products/Examples
Data-Pac Mailing Systems Corp.	"Manufacturer of commercial and small business mailing systems that: Specialize in Postage Accounting & Reporting Are Better Construction and Lower Cost." ¹	Companies (commercial entities and small businesses).	"Our equipment, products, and associated software are designed to operate in high production 24/7 environments. " ² Permit Printing On-Demand software: \$1,495. ³
FP Mailing Solutions	"Since 2000, as a trusted and long-term partner, Metro Mail Services (MMS) works side by side with our clients offering trusted advice to ensure your organization meet office operation	Our expertise in mailing and printing help us serve a broad range of clients, ranging from commercial, government and non-profit sectors. ⁵	PostBase econ (most basic model) process mail at up to 20 letters per minute. ⁶

¹ <https://www.data-pac.com/>

² <https://www.data-pac.com/>

³ <https://www.data-pac.com/products.php>

⁵ <https://www.callmms.com/who-we-serve>

⁶ <https://www.callmms.com/postbase-econ>

	requirements including mail, print and data destruction.” ⁴		
Neopost Inc.	“Neopost offers a variety of postage meters and mailing systems. Whether you're looking to increase efficiency in your home office or large corporation , we have the right mailing system to suit your needs.” ⁷	“Neopost-brand solutions enable businesses to send, receive and connect with their customers via physical mail, digital documents and traceable packages.” ⁸	Postage meters are divided in 3 categories for: Small Business, Mid-Sized Offices, and High-Volume. ⁹ IS280 Manual Feed (18 ltrs/min) estimated total monthly cost: \$35.31. ¹⁰
Pitney Bowes Inc.	“Our business is organized around three distinct sets of solutions -- Commerce Services, Small and Medium Business Solutions (SMB Solutions), and Software Solutions. ” ¹¹	Case studies include the public sector and companies in the retail, financial services, telecommunication, insurance sectors, among others (there are no case studies for households). ¹²	Product descriptions reference office, small businesses, and home offices. ¹³ Pitney Bowes mailstation 2 with pbSmartPostage estimated total monthly cost: \$73.84. ¹⁴

⁴ <https://www.callmms.com/what-we-do>

⁷ <https://www.neopost.com/postage-meters>

⁸ <https://www.neopost.com/about-us/our-company>

⁹ <https://www.neopost.com/postage-meters>

¹⁰ https://www.gowithneopost.com/assets/pdfs/Compare_Neopost_to_PB-FP.pdf

¹¹ <http://www.investorrelations.pitneybowes.com/static-files/bf59e4a8-02b9-4b02-945e-8f2ab59aac95> (p.4)

¹² https://www.pitneybowes.com/us/content-index.html?filter=content-type:case%20study;&cm_sp=content_button_homepage_smb_04092019

¹³ <https://www.pitneybowes.com/us/shipping-and-mailing/postage-meters.html>

¹⁴ https://www.gowithneopost.com/assets/pdfs/Compare_Neopost_to_PB-FP.pdf